

Department of the Army Small Business Program



"Our Army at War - Relevant & Ready"

U.S. Army Contracting Agency 2004 ACA Transformation Conference

April 19, 2005 Orlando, Florida

MS. TRACEY PINSON

**RECTOR, OFFICE OF SMALL and DISADVANTAGED BUSINESS UTILIZATION (SADBU)
OFFICE OF THE SECRETARY OF THE ARMY**



VISION

**To Be The Premier Advocacy
Organization Committed To
Maximizing Small Business
Opportunities In Support Of The
Warfighter And The Transformation
Of The Army.**



MISSION



- Advise the Secretary of the Army and the Army Leadership on Small Business Related Matters.
- Spearhead Innovative Initiatives that Contribute to Expanding the Small Business Industrial Base Relevant to the Army Mission and Priorities.
- Leverage the Use of Minority Serving Educational Institutions in Support of Army Science and Technology Programs.



ARMY PRIME CONTRACT AWARDS FY03 vs FY04



	FY 03 Total Dollars	FY 03 Achieved	FY 04 Total Dollars	FY 04 Achieved
US Business	\$ 48,576		\$55,275	
Small Business	\$ 13,596	28.0%	\$15,432	27.9%
Small Disadvantaged Business	\$ 4,268	8.8%	\$ 4,982	9.0%
Women-Owned SB	\$ 1,815	3.7%	\$ 2,026	3.7%
HUBZone Small Business	\$ 1,405	2.9%	\$ 1,572	2.8%
Service Disabled Veteran- Owned SB	\$ 100	0.2%	\$ 228	0.4%

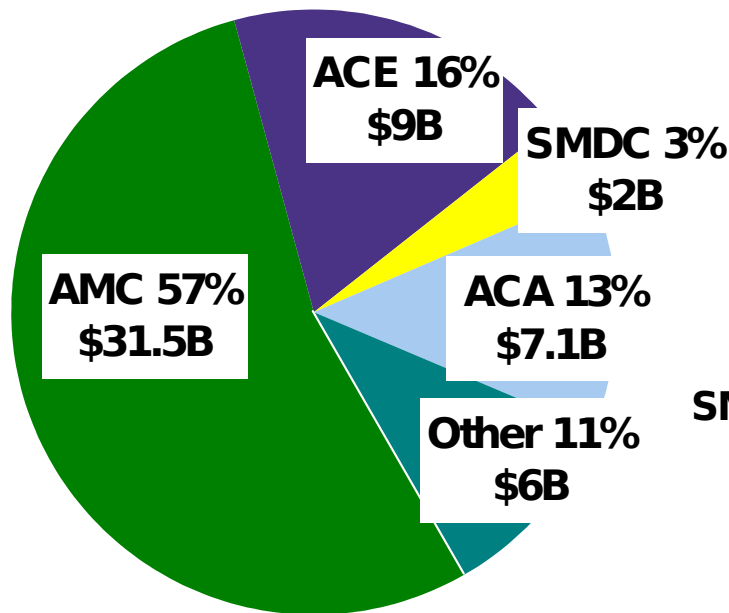
DOLLARS SHOWN IN MILLIONS



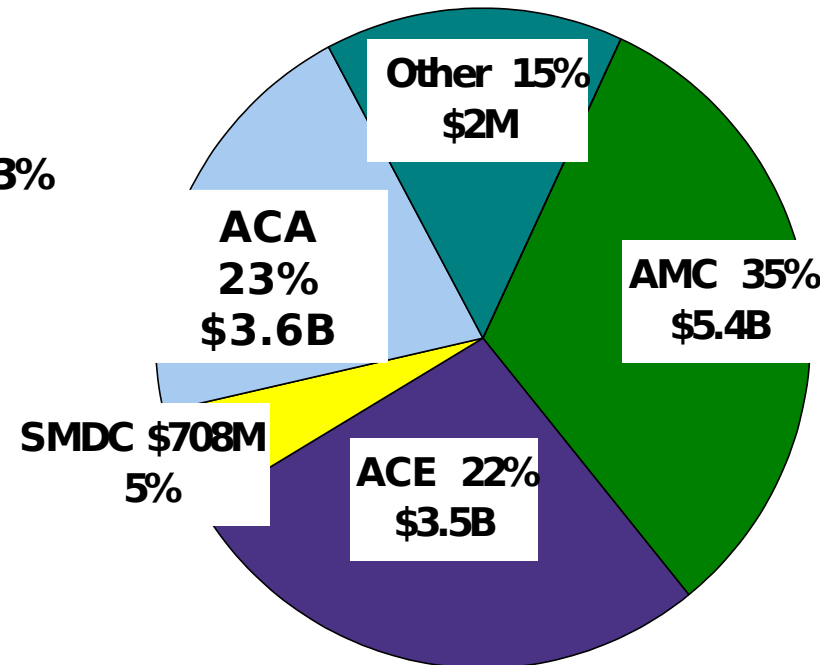
ARMY SMALL BUSINESS PRIME CONTRACT AWARDS FY 04



**Total Awards
(\$55,275M)**



**Small Business Awards
(\$15,432M)**

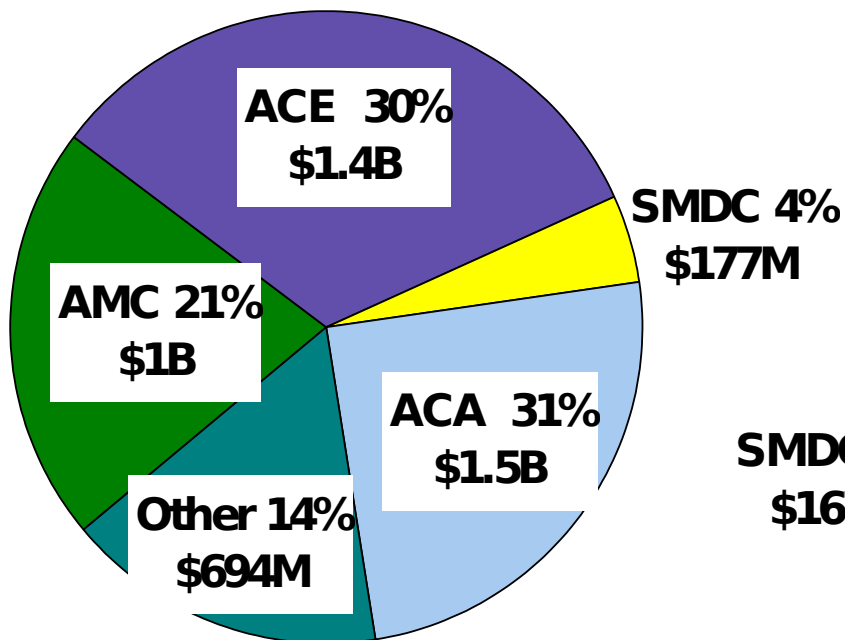




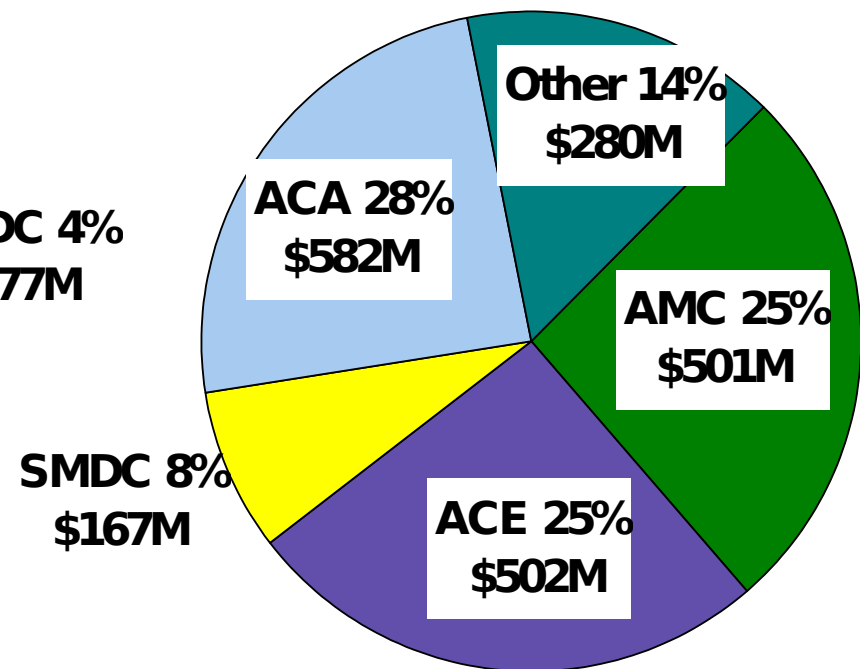
ARMY SDB/WOSB PRIME CONTRACT

AWARDS FY 04

**SDB Awards
(\$4,982M)**



**WOSB Awards
(\$2,026M)**



ARMY SMALL BUSINESS REINVENTION INITIATIVES FY05



- Promote opportunities for firms located in HUBZones through a comprehensive outreach initiative of strategic partnering with other DOD and Federal Agencies, regional match-making events, and co-marketing with other programs.
- Maximize value of small business to the war fighter by promoting contracting opportunities in contingency operations.
- Promote utilization of small businesses as subcontractors in acquisitions of combat systems such as the Future Combat System (FCS).
- Continue to promote the increase awareness of the SDVOSB Program through an innovative outreach program



SDVOSB INITIATIVES



Leadership

- Executive Briefings to Key Leaders
- Strategic Partnerships w/ Other Federal Agencies

Acquisition Workforce

- DAU SDVOSB Course
- National SDVOSB Training Conference

SDVOSBs

- Co-Sponsored Outreach Events
- Website
- Online Training



ARMY SUBCONTRACT AWARDS FY 03

	TOTAL DOLLARS	ACHIEVED	OSD TARGET
US Business	\$ 5,183		
Small Business	\$ 2,592	50.0%	40.0%
Small Disadvantaged Business	\$ 425	8.2%	5.0%
Women-Owned SB	\$ 369	7.1%	5.0%
HUBZone Small Business	\$ 127	2.4%	0%
Service Disabled Veteran- Owned SB	\$ 18	0.3%	3.0%

DOLLARS SHOWN IN MILLIONS



HBCU/MI PROGRAM

FY 04

Contracts

IHE

\$381M

HBCU/MI

\$44M (11.43%)

ARMY TARGET

7.7 %



CHALLENGES

- Consolidation / Bundling
- GSA Schedules – SADBU review
- Weak subcontracting plan enforcement
- Insufficient staffing of SADBU offices

Army Small Business Office



Let's Continue the Dialog !